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William E. Swan
President and Chief Executive Officer

Direct Dial: (716) 625-7575
Fax: (716) 625-8673

June 16, 1999

The Honorable Rodney E. Slater
Secretary
United States Department of Transportation
400 7th Street, S.W.
Washington, D.C. 20590

Dear Mr. Secretary:

I am writing to express my strong support for the application of New Air Corporation for an exemption to the High Density Rule at New York's John F. Kennedy International Airport (Docket #99-5085).


Buffalo is one of the markets New Air is considering providing nonstop, low fare jet service to from its base of operations at JFK. New York City is Buffalo's number one travel destination and today, there is no low fare jet service provided in this important market. In fact, there is no jet service whatsoever in the Buffalo-JFK market.

Lockport Savings Bank is a \$1.6 billion publicly held savings bank. We have over 650 employees, many of whom travel to New York City on a regular basis for both business and pleasure. It is essential for our company and many others locally that we have a low cost carrier to reduce the excessive traveling expense to our primary destination of New York City.

Buffalo is a vibrant economic and leisure destination. However, the region's future growth is dependent on the ability of all visitors to travel on safe and *affordable* air carriers. Today, the clear lack of such travel alternatives is posing a real threat to the economic vibrancy of Buffalo. New Air is the best financed new entrant carrier in U.S. aviation history. In this unique position, they have pledged to provide low cost, high quality safe service utilizing only new, environmentally friendly aircraft.

Mr. Secretary, you have achieved great success at the Department of Transport in achieving "open skies" agreements with nations throughout the world, tearing down artificial barriers and allowing the marketplace to provide quality, affordable air service for millions of Americans travelling overseas. I urge you to use the authority Congress has afforded you to tear down barriers here at home and increase domestic competition by granting New Air's exemption request. This is most important to the people of Buffalo and Western New York.

Sincerely,

A handwritten signature in cursive script that reads "William E. Swan". The signature is written in black ink and is positioned below the word "Sincerely,".

William E. Swan
President and Chief Executive Officer

WES/rmb